

Egg Harbor Township Businessman is named SBA's 2006 New Jersey Small Business Person of the Year

In 1995, Tribhuvan Singh left a secure position in a company that specialized in federal aviation programs to start his own small business. Eleven years later, he finds himself as the U.S. Small Business Administration's (SBA) 2006 New Jersey Small Business Person of the Year.

Singh is the president and CEO of Hi-Tec Systems, Inc., the company he formed in 1995. With the help of the SBA, what started as a one-person consulting business has quickly evolved into a multifaceted company with expertise in five major fields. The Egg Harbor Township-based company specializes in the modernization of air traffic management systems, airport/aircraft safety research, homeland security and defense, environmental engineering/OSHA compliance and information technology.

In making the announcement at Hi-Tec Systems, Inc., SBA New Jersey District Director James A. Kocsi was joined by Congressman Frank LoBiondo and SBA Regional Administrator William M. Manger, Jr. In his remarks, Kocsi said that Singh was selected for the award based on criteria that include: Staying Power (a substantial history of an established business); Growth in Number of Employees; Increase in Sales; Financial Strength of the Company; Innovativeness of Product or Service Offered; Response to Adversity and Contributions to Aid Community Oriented Projects.

"Tribhuvan Singh is a true success story," said SBA Regional Administrator William M. Manger, Jr. "All across this region there are companies like Hi-Tec Systems, Inc., that are contributing mightily to the local economy. Small business owners like Trib Singh are meeting payrolls and providing innovative services that keep this economy rolling. Providing 90 jobs and generating \$20 million in annual sales are no small accomplishments."

Hi-Tec Systems, Inc., provides engineering, research, management and IT support to the U.S. Departments of Transportation, Homeland Security, Department of Defense, the National Aeronautics and Space Administration, and the Social Security Administration, as well as aviation authorities, airports and airlines in



Here's to the Winner---Tribhuvan Singh, president and chief executive officer of Hi-Tec Systems, Inc. (center) was honored at SBA's Annual Small Business Week Awards Luncheon sponsored by the New Jersey Chamber of Commerce. Pictured with Mr. Singh are Michael W. Hager, associate deputy administrator for the Office of Capital Access in Washington (left) and SBA New Jersey District Director James A. Kocsi (right).

Afghanistan, Australia, India and Japan. In addition to its corporate headquarters in Egg Harbor Township, Hi-Tec Systems has a branch near Washington, D.C., and a liaison office in India.

Singh credits the SBA for helping him with the growth of his business. He used a \$100,000 SBA-backed loan from Commerce Bank to get his business started. In the early stages of the business, Singh was looking for ways to expand his customer base. He learned about the SBA's 8(a) Program, a program designed to help socially and economically disadvantaged entrepreneurs gain access to contract opportunities from the federal government.

In 1996, Hi-Tec Systems became an SBA-certified 8(a) company. Through the program, Hi-Tec Systems has received a total of \$3.5 million in 8(a) contracts from the U.S. Army Corps of Engineers and the U.S. Naval Warfare Center Aircraft Division in Lakehurst. Recently, the firm has graduated from the 8(a) Program.

Today, Hi-Tec Systems employs 90 people

and generates annual revenues of \$20 million. Company experts develop new technologies, modernize air traffic management systems, create performance measures for the FAA safety inspectors, improve airport security processes, and design antiterrorism plans.

"Our status as an 8(a) company helped win three major FAA contracts in the last few years with ceilings totaling \$183 million," said Singh. "The SBA 8(a) Program opens doors to minority-owned firms. This program has allowed us to gain access to contracting opportunities through the federal government."

As one of the company's prime customers, the FAA has awarded Hi-Tec Systems an aviation safety research contract which includes development of a model for Systems Approach to Safety Oversight, and development of an intranet-based version of the Flight Standards Automation System/Technical Analysis Program.

The TSA is another large customer that makes Hi-Tec Systems, Inc. a major player in the field of aviation security. Hi-Tec supports several research projects at the Transportation Security Laboratory (TSL) at the William J. Hughes Technical Center in Pomona, New Jersey, including the testing, evaluation and certification of equipment for airport passenger and baggage screening.

"I wanted to start a company with my values and my insights," said Singh. "I also wanted to stay in the field I knew best — aviation. Through the years, we have positioned Hi-Tec Systems for additional growth. Money has never been a motivating factor for me. Knowing that Hi-Tec Systems has a good name and reputation is what really drives me."